MOTOTRBO™

Your Next Generation Digital Two-Way Radio System

Why Choose a New Two-Way Radio?

- Increased System Capacity
- Improved Productivity
- Breakthrough 2-way Performance
- Confident Investment

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

MOTOTRBO™

MOTOTRBO is Motorola's first digital two-way radio system designed for professional organizations needing a customizable, business-critical solution using licensed spectrum.

- Integrated voice and data
- Clearer voice communications
- Enhanced battery life
- Easy migration

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

MOTOTRBO Standard Package - Portable

- Portable Radio (Display or Non-display)
- Antenna
- IMPRES Single Unit Charger
- IMPRES Li-ion 1500 mAh Submersible Battery
- 2.5” Belt Clip
- User Guide CD
- 2-Year Standard Warranty plus 1-Year Repair Service Advantage (US)/Extended Warranty (Canada)

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

MOTOTRBO Standard Packages – Mobile

Mobile Radio
(Display or Numeric Display)

Trunnion

Cabling (power cord)

Compact Microphone

Replaceable Button Kit

User Guide CD

2-Year Standard Warranty plus 1-Year Repair Service Advantage (US)/Extended Warranty (Canada)

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

MOTOTRBO Standard Packages – Repeater

- Repeater
- 120V AC Power Cord
- Installation Manual
- 2-Year Standard Warranty

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

Display Portable Radio Features

1. Flexible, menu-driven interface with user-friendly icons
2. Tri-color LED indicator
3. Emergency button
4. New accessory connector
5. XPR™ 6550 only integrated GPS module
6. Large, easy-to-use navigation buttons
7. IP57 submersible
8. Powerful, front projecting speaker
9. Three side and two front programmable buttons
10. Large, textured push-to-talk button.
    Note: XPR 6500 is not upgradeable to GPS

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

Non-display Portable Radio Features

1. Tri-color LED indicator
2. Emergency button
3. New accessory connector
4. XPR™ 6350 only integrated GPS module
5. Large, easy-to-use navigation buttons
6. IP57 submersible.
7. Powerful, front projecting speaker
8. Three side and two front programmable buttons
9. Large, textured push-to-talk button

Note: XPR 6300 is not upgradeable to GPS

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

Display Mobile Radio Features

1. Rugged durable accessory connector
2. Multi-colored LED indicators
3. Large, easy-to-use volume knob
4. XPR™ 4550 integrated GPS module
5. 160 channels
6. Powerful, front-projecting speaker
7. Large, easy-to-use navigation buttons
8. Flexible, menu-driven interface with user-friendly icons
9. Four programmable buttons
10. Compact and ergonomically friendly speaker microphone

Note: XPR 4500 is not upgradeable to GPS

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

Numeric Display Mobile Radio Features

1. Rugged durable accessory connector
2. Multi-colored LED indicators
3. Large, easy-to-use volume knob
4. XPR™ 4350 integrated GPS module
5. Large, easy-to-use navigation buttons
6. Powerful, front-projecting speaker
7. 32 channels
8. Two programmable buttons
9. Compact and ergonomically friendly speaker microphone

Note: XPR 4300 is not upgradeable to GPS

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

Repeater Features

1. 100% continuous duty cycle
2. Two simultaneous voice or data paths
3. Integrated power supply
4. Operates in analog or digital mode
5. LEDs clearly indicate transmit and receive modes
6. Rack- or wall-mountable
7. Sturdy handles make installation and handling easier
8. Automated battery back up

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

Better Basics – Enhanced Functionality

Better Voice

Longer talk time – 40% more than analog

Clearer voice communications over a greater range

Increased background noise suppression

Better Design

Smaller, lightweight, rugged product design

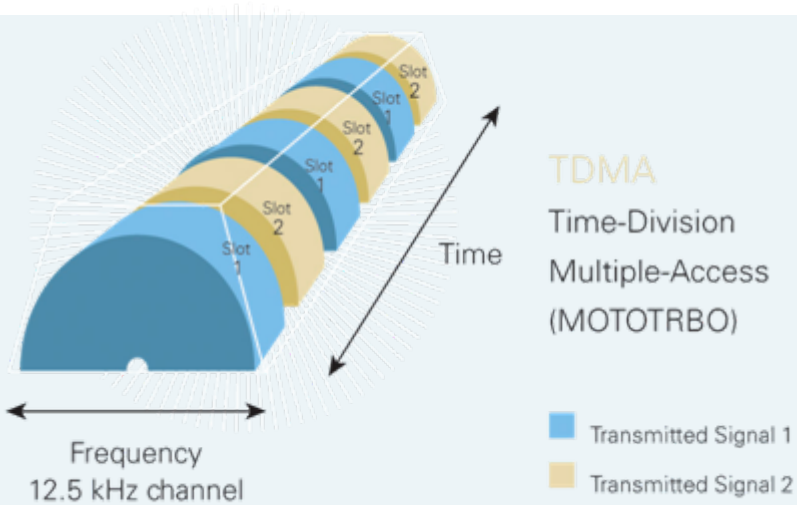
Certified to ensure durability

Intuitive, easy-to-use, menu-driven interface

Meets IP57 specifications (portable only)

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

Better Basics – Increased Capacity at Reduced Cost



Provides spectrum efficiency by doubling the number of users businesses can support on a single, licensed channel

Determines whether a given timeslot is used for voice or data calls

Helps businesses realize a 50% reduction in repeater costs – *single digital repeater provides the benefits of 2 analog repeaters*

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

Better Basics – Improved Digital Audio Quality

Clearer voice communications over a greater range

Digital error-correction technology permits audio and digital communications with no loss

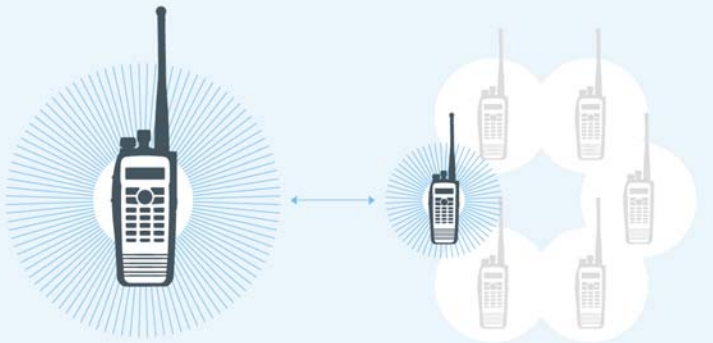
Static and noise rejection

Digital receivers reject any error signals, permitting improved audio in loud environments

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

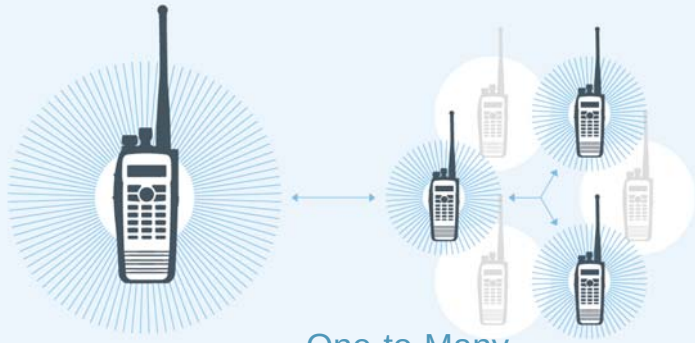
Enhanced Features – Digital Calling and Signaling

Enhanced Call and Channel Management to Increase Productivity



One-to-One

Call and talk privately with a specific user's radio



One-to-Many

Enables communication with specific sets of group members

One-to-All

Allows all on the same channel to hear communications

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

IMPRES™ Smart Energy System

- No manual battery maintenance
- Optimized cycle life
- Multi-unit chargers that communicate
- Chargers compatible with non-IMPRES batteries
- Extended battery warranties
- IMPRES 1500 mAh Li-ion battery and single unit charger ship with standard package
- IMPRES FM and High Capacity battery available

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

New Audio Accessory Connector

IMPRES™ Smart Audio System

- Optimal Audio Performance
  - –Radio optimizes output for each type of audio accessory via accessory identification
- Customization
  - –Accessory programmable buttons allow for independent programmable features

Submersibility

- Meets IP57 submersibility standards *(portable models only)*

Future Applications

- Incorporates antenna signal within audio connector
- Incorporates USB capability
- Incorporates antenna signal for easy use of RF signal accessories

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

MOTOTRBO Accessories

Audio
Variety of audio accessories for hands-free use of radio

Batteries
Offer superior and long-lasting performance

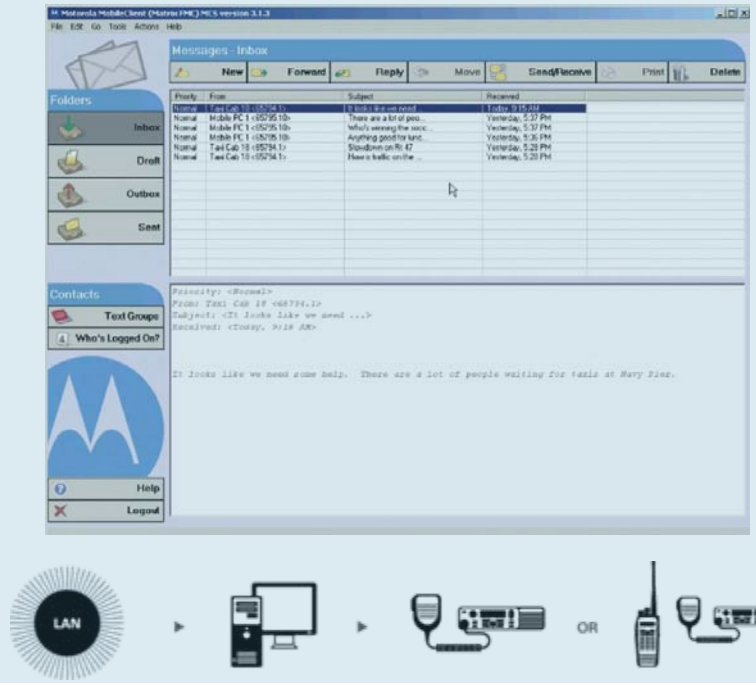
Chargers
Provides adaptive, automatic reconditioning for IMPRES batteries to maximize talk time and cycle life

Carry Devices
Provides equipment protection and convenient usage

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

Data Applications – MOTOTRBO Text Messaging Services

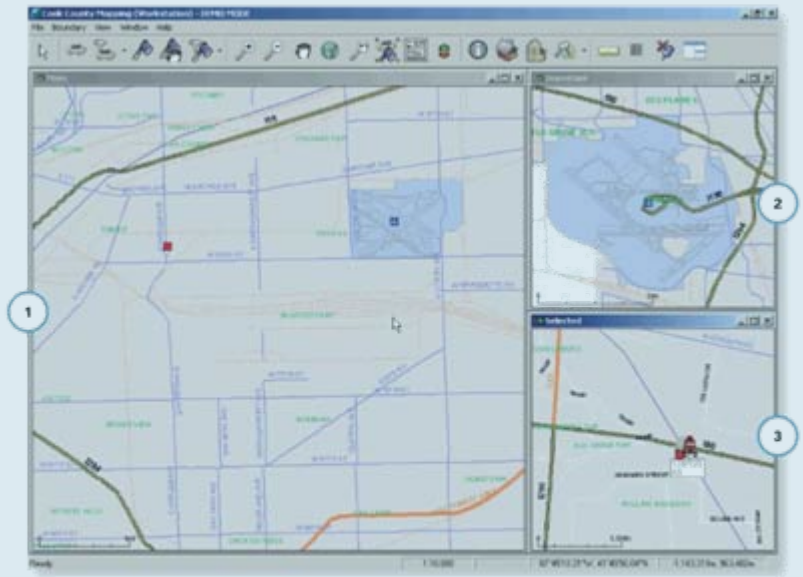
- Ability to create, reply to, forward, edit, save messages
- Send/receive messages to selected group of radios, an individual radio, fixed or mobile client
- Ability to send and receive messages from external e-mail addressable devices
- Web-based administration utility for address management
- Database management utility to archive, backup, restore/trace log



Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

Data Applications – MOTOTRBO Location Services

- More efficiently manage mobile workforce, optimize schedules, route planning, and dispatching
- Monitor mobile workforce and improve worker safety
- Support for up to 400 active users and 4 mapping clients per system
- Location can be displayed immediately to the dispatcher when emergency button is pressed
- GPS chips are embedded in radios – no separate cables or devices
- Supports historic data playback



With Location Services, dispatchers can take advantage of flexible configuration and views. Emergency calls automatically display in the "Important" window, and remain on the screen until dismissed by the dispatcher.

1 Main window 2 Important window 3 Selected window

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

Easy Migration

MOTOTRBO allows migration to take place one radio at a time, one channel at a time or the entire system at a time

MOTOTRBO system is dual-mode analog-digital

MOTOTRBO radios are able to scan both analog and digital channels

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

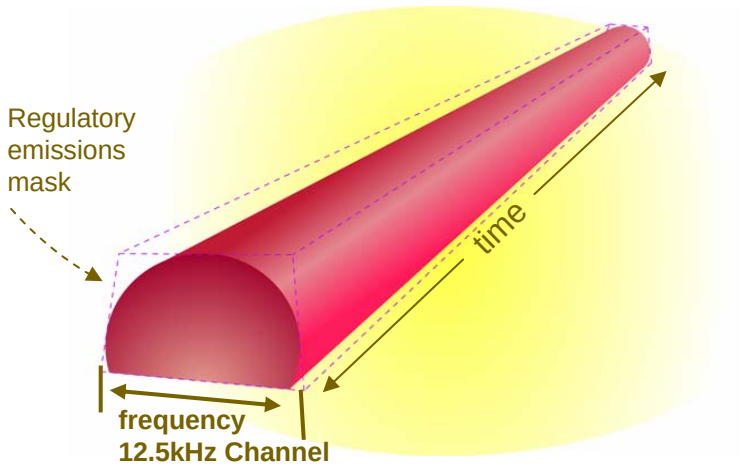
TDMA Technology

- Permits two simultaneous conversations with a single repeater
- Supports both voice and data
- Fits seamlessly into existing licensed channels
- European Telecommunications Standards Institute (ETSI) standards based

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

TDMA - Increased System Capacity

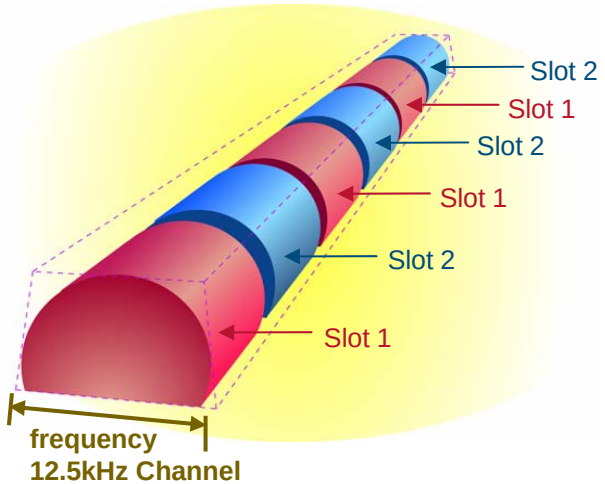
Today's Analog



12.5kHz / 25 kHz

- 1 voice for each 12.5/ 25kHz channel
- 1 repeater for each channel

MOTOTRBO



12.5kHz TDMA

- Divides existing channel into two timeslots
- Delivers twice the capacity through repeater
- Performance is same or better than 12.5kHz FDMA
- 1 repeater does work of 2
- Reduced need for combining equipment
- Enables 40% increase in radio battery life

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

6.25 Digital FDMA Concerns

- Performance in real world conditions for range and interference
- Users may struggle to cost-effectively translate the spectrum efficiency benefits into increased capacity
- FDMA does not offer improvements in battery talk time
- No supporting standard for FDMA in licensed bands; limits long-term flexibility in user choice of suppliers
- Only portable solutions currently available

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

Ideal for Manufacturing

- Effective in noisy environments due to noise canceling technology
- Easy migration permits easy addition of radios to system resulting from staffing changes
- Text messaging and location services technology helps communicate with staff located in expansive facilities
- Emergency signaling addresses safety and security concerns

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

Ideal for Transportation

- Easy migration permits easy addition of radios to system resulting from crew changes
- Text messaging and location services technology helps locate and communicate with staff
- Emergency signaling addresses safety and security concerns
- Portable and mobile radios appropriate for in and out of vehicle applications

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

Ideal for Public Safety

- Effective in noisy environments due to noise canceling technology
- Clearer voice communications provides reliable communications system for emergency access
- Text messaging and location services technology helps communicate with employees located in wide geographic areas
- Emergency signaling addresses safety and security concerns

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

Ideal for Construction

- Effective in noisy environments due to noise canceling technology
- Easy migration permits easy addition of radios to system resulting from crew changes
- Text messaging and location services technology helps locate and communicate with staff located in wide geographic area
- Emergency signaling addresses safety and security concerns

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

Ideal for Public Admin

Portable and mobile radios appropriate for in and out of vehicle applications

Location services technology useful for staff working in unfamiliar areas

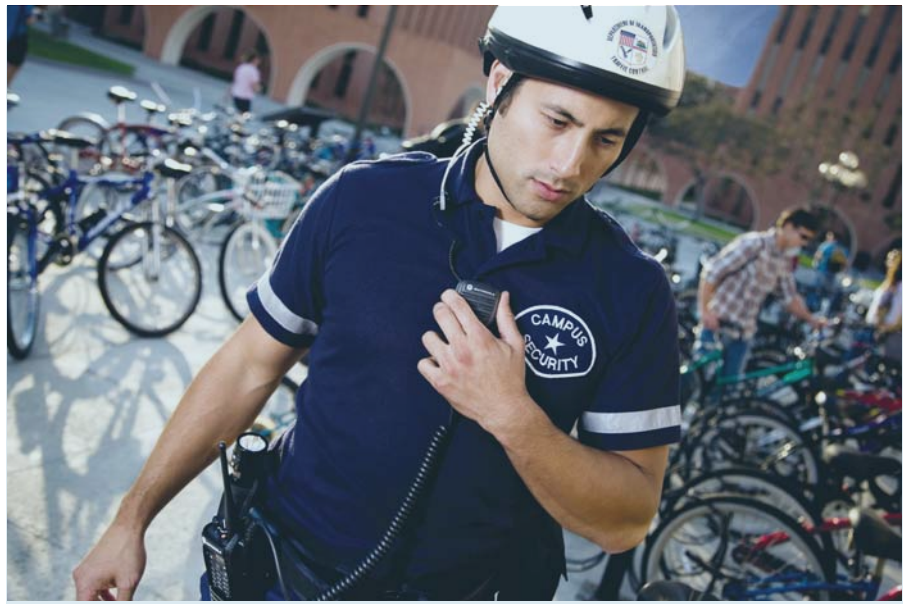
Demanding specifications permit use in dangerous situations (hazardous materials, inclement weather)

Text messaging and emergency signaling provide added safety and security for employees

Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007

Ideal for Small Campus

- Emergency signaling addresses safety and security concerns of college and universities
- Text messaging and emergency signaling provide added safety and security for employees
- Easy migration permits easy addition of radios to system resulting from staff changes
- Location services technology useful for staff working on expansive campuses



Motorola Sales Presentation. 7/07 Version 2
MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. © Motorola, Inc. 2007